

# Environmental Engineering & Consulting Services

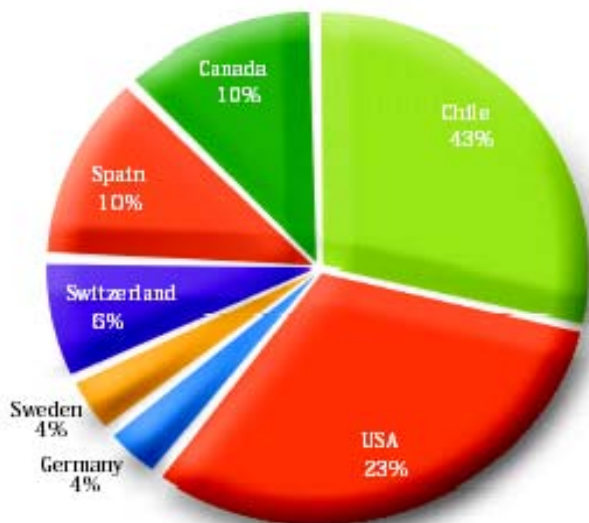
According to the Chilean Environmental Association (AEPA), the environmental engineering and consulting services market in Chile was estimated to be worth \$100 million in 2004, with an estimated annual growth rate of 30%.

## Market Overview

- Chile's rapidly expanding economy and increasingly progressive environmental laws have led to strong growth in the environmental engineering and consulting sector. More modern environmental regulation has increased the demand for environmental consulting firms.
- Free Trade Agreements have increased the demand for Chilean exports. In order to enter international markets Chilean products will need to comply with foreign environmental standards, which in turn will generate an increased demand for environmental consulting services.
- Chile's National Environmental Commission (CONAMA) is the agency that promotes sustainable environmental practices.
- Clear environmental laws and a stable economy have allowed Chile to position itself as a platform country for the transfer of environmental technology and expertise to other Latin American countries.
- Chile's Environmental Law requires an Environmental Impact Assessment (EIA) for any major project to begin. Since 2001, CONOMA has approved 440 projects, and between January and June of 2004, 458 new projects were submitted for approval.
- Local companies are keen to partner with foreign companies that possess the necessary know-how and technical expertise.
- AEPA is Chile's leading environmental association comprised of professionals and companies related to the environmental sector, including environmental consulting companies. See [www.aepa.cl](http://www.aepa.cl).
- Key environmental engineering and consulting sectors are:
  1. Air Pollution Control
  2. Water and Wastewater Management (residential and industrial)
  3. Solid Waste Management (mining, construction, industrial, and residential)
  4. Hazardous and Medical Waste Management (mining, chemical, textile, equipment, and food industries)

## Environmental Engineering and Consulting Services Market Share in Chile 2004

Source: AEPA (Environmental Association)



## U.S. Position

- AEPA estimates that U.S. suppliers account for 23 percent of Chile's environmental engineering and consulting services market.
- Most of the demand for U.S. engineering and consulting services is concentrated in environmental impact assessment and management studies, and environmental management including audits and permits.
- U.S. consulting firms are currently involved in two growing sectors: landscaping and sustainable tourism development.

## Competitors

- Foreign competitors are Canadian and European companies such as Lakefield Research of Canada, Flygt from Sweden, Huber Technology from Germany, and the Spanish holding Hera.
- Other competitors are alliances between Chilean and foreign companies, such as:
  - Arcadis Geotécnica (Chilean-Dutch)
  - Ambar (Chilean with Canadian participation)

## Principal Sub Sectors

- Environmental impact assessment
- Environmental audits and management
- Pollution prevention
- Project design and construction of wastewater treatment plants
- Reclamation and remediation services
- Solid waste management and disposal

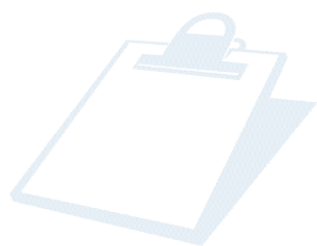


## Commercial Opportunities

The following industry sectors are best prospects for environmental engineering and consulting services:

- Mining: Secondary companies are often sub-contracted by the larger mining companies for environmental consulting and engineering services.
- Aquaculture: Solid waste removal and water treatment for pesticides.
- Agriculture: Management of ground pollution caused by use of pesticides regulated only by guide notes, but not under legal, effective, supervision.
- Livestock: Management of water resources pollution due to inadequate handling of fluid waste.
- Public Services: Sewage processing; residential, hospital, and industrial waste disposal.
- International Environment and Water Treatment and Technology Show (Agua & Ambiente): May 25-28, 2005. Over 150 companies will participate and 10,000 visitors are expected. For more information please visit: [www.aguayambiente.cl](http://www.aguayambiente.cl).

## Other Resources



- USDOC International Trade Specialist, Lana Lennberg: [Lana.Lennberg@mail.doc.gov](mailto:Lana.Lennberg@mail.doc.gov)
- USDOC International Trade Specialist, Erica Chavez: [Erica.Chavez@mail.doc.gov](mailto:Erica.Chavez@mail.doc.gov)
- CONAMA, Chile's National Environmental Commission: [www.conama.cl](http://www.conama.cl)
- SESMA, Chile's Environmental Health Service: [www.sesma.cl](http://www.sesma.cl)
- AEPA, Environmental Association in Chile: [www.aepa.cl](http://www.aepa.cl)

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